

Message Text

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PAGE 01 STATE 101328
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/OED/MEPD/JPHILBRICK/LW
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COM/OED/MEPD/LENGLESON
OM/OED/MEPD/SMCONGER, DIR.
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-----108031 201833Z /47

P 201804Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: ABESAN NEW TOWN

REF: LAGOS 4720

1. MAJOR EXPORT PROJECTS DIVISION USDOC CONTACTED ALL
THREE U.S. FIRMS.

(A) LEVITT IS DISTRESSED AT FACT THAT NOW THAT EMBASSY HAS
LEARNED THAT FHA HAS NOT CLOSED DEADLINE THERE ARE STILL
ONLY 14 DAYS FROM DATE OF EMBASSY CABLE AND ONLY 12 DAYS
FROM MEPD NOTIFICATION UNTIL LAST WORKING DAY IN APRIL.
THIS WILL NOT ALLOW FIRM TO MAKE PROPOSAL AND DELIVER
WITH OUT DROPPING ALL ELSE. ALSO FIRM IS NOT SANGUINE
ABOUT WORKING IN NIGERIA IN GENERAL.

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(B) RECENTLY MEPD HAS OBSERVED THAT STARCRETE'S PHONES ARE
BEING ANSWERED BY ANOTHER BUSINESS OFFICE AND THAT OFFICE
VOLUNTEERED THE INFORMATION THAT THE FACTORY IS CLOSED SO
MEPD COULD NOT PHONE STARCRETE PERSONNEL THERE. OTHER
INDUSTRY RUMORS ARE CIRCULATING WHICH LEAD MEPD TO BELIEVE
THAT STARCRETE WILL NOT BE ABLE TO MAKE PROPOSAL.

NEVERTHELESS A PHONE MESSAGE HAS BEEN LEFT.

(C) HAINES LUNDBERG AND WAEHLER ALSO CONCERNED THAT EVEN WITH ALL THIS DELAY THE FACT THAT EMBASSY WAS NOT ABLE TO SEE FHA OFFICIALS MEANS THAT WORK ON PROPOSALS WAS NOT GOING FORWARD AND THERE IS STILL NOT ENOUGH TIME. HOWEVER, HLW HAS NOT GIVEN UP. ITS PROPOSAL, IF IT DEVELOPS, WILL INCORPORATE AN ITALIAN CONSTRUCTION FIRM AND FINANCING FROM BOTH U.S. AND U.K. SOURCES.

2. BACKGROUND ON HLW - COMMERCIAL REPORTING AGENCY HAS BEEN CONTACTED - WILL TRANSMIT DATA WHEN RECEIVED. FIRM'S BROCHURES SHOW 205 EMPLOYEES, ESTABLISHED 1885 UNDER A DIFFERENT NAME, USES NAME HLW INTERNATIONAL FOR OVERSEAS WORK, A GREAT DEAL OF WORK (MEDICAL CENTERS AND HOUSING) FOR ARAMCO IN SAUDI ARABIA AND THE AMERICAN UNIVERSITY OF BEIRUT MEDICAL CENTER. HLW WAS SELECTED BY FORD FOUNDATION AND ROCKEFELLER FOUNDATION TO PROVIDE COMPLETE ARCHITECTURAL AND ENGINEERING SERVICES FOR THE INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE, IBADAN.
CHRISTOPHER

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NNN

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Decaption Note: 25 YEAR REVIEW

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TAGS: BENC, NI

To: LAGOS

Type: TE

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Review Markings:

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